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january 1985

# automotive FLEET

THE INFORMATION MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS




## Special Leasing Report

JANUARY 1985 Vol. 24, No. 3

# automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing over 3.6 million cars and 1.6 million light trucks and vans in leasing, rental, business, government, taxi, police, utility, and driving schools.

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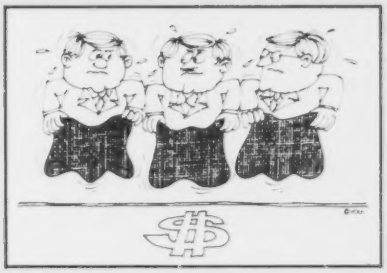

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*On our cover: A fleet manager's decisions involve big corporate dollars. Here, Bill Feldhorn of National Coach ponders two lease options.*

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# Calendar

**JANUARY**

**24-25** — Financing Commercial Fleet Vehicles, Institute for International Research, St. Moritz Hotel, New York, NY; information: (212) 883-1770.

**25** — Special Leasing Seminar on Personal-Use and Luxury-Car Tax, American Automotive Leasing Association, Howard Johnson Conference Center, Chicago, IL; information: (414) 355-8379.

**25-29** — National Automobile Dealers Association Sixty-Eighth Annual Convention and Exposition, Moscone Center, San Francisco, CA.

**28-30** — Lease Management Training Course, by Leasemark Corp., Orlando Marriott Inn, Orlando, FL; information: (305) 351-2420.

**28-29** — New Vistas in Transportation Leasing, *Leasing Digest* Magazine, Plaza Hotel, New York, NY; information: (212) 227-2860.

**FEBRUARY**

**4** — Wholesalers Management Conference, Automotive Service Industry Association, MGM Grand Hotel, Las Vegas, NV; information: (312) 836-1300.

**6-8** — International Automotive Aftermarket Show, Pacific Automotive Show, Las Vegas Hilton, Las Vegas, NV; information: (818) 995-0284.

**12-13** — NAFA's Advanced Fleet Management Seminar, Norwalk, CA.

**13-17** — Truck Renting and Leasing Association Convention, Registry Resort, Scottsdale, AZ.

# Gas Prices

| | UNLEADED | |
|---|---|---|
| | Cost Per Gallon | |
| City | Full-Serve | Self-Serve |
| Marysville, CA | 157.9 | 126.4 |
| Glenwood Springs, CO | 147.0 | 135.4 |
| Miami, FL | 143.5 | 113.8 |
| Honolulu, HI | 168.1 | 143.6 |
| Kansas City, MO | 129.7 | 106.9 |
| New Brunswick, NJ | 106.9 | 106.9 |
| Reno, NV | 148.9 | 127.9 |
| Staten Island, NY | 140.2 | 136.2 |
| Doylestown, PA | 128.4 | 107.9 |
| Knoxville, TN | 135.2 | 110.6 |
| Fort Worth, TX | 143.9 | 111.6 |
| Arlington, VA | 150.9 | 116.2 |
| Bennington, VT | 139.4 | 118.4 |
| Olympia, WA | 151.5 | 123.9 |
| Madison, WI | 139.8 | 119.0 |

Survey conducted during the first five working days of December, 1984.
Supplied by Runzheimer and Company, Inc. Runzheimer Park, Rochester, WI.

# Industry News

vehicles at a new plant in Flat Rock, MI. Construction of the plant will begin this fall, with the price tag for construction estimated at $450 million. When in full production, the plant should be able to build 240,000 units annually and employ 3,500 UAW workers.

### FLEET RESALE DEALERS ELECT BOARD

The National Association of Fleet Resale Dealers recently elected their board of directors. Heading the new organization are: George Dodd, of Dodd Motor Company, president; Bruce Bendell, Dart Auto Wholesalers, vice president; and Paul Sneddon, Vehicle Appraisal Consultants, secretary/treasurer. Regional directors include: Ken Starling, Kemp's Motors; Jack Corzine, Corzine Truck and Auto; Sam Provenzano, Provo Auto Sales; and Marvin Frank, Marvin Frank Motor Company.

Among the group's goals are education seminars, bulletins, marketing information, directories, and other public relations programs for the disposal industry.

### BIG MINIVAN PENETRATION, POWER PREDICTS

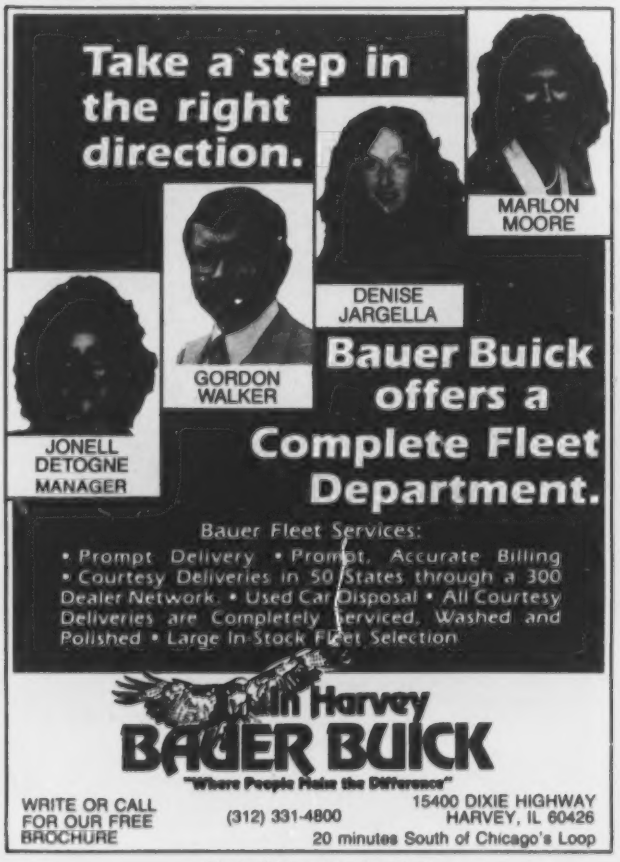
"Using 1987 as a mainstream year — when all the players are expected to be in the market — passenger versions (of the minivan) will be 63 percent of the market." That's according to George Peterson, director of automotive programs for J.D. Power and Associates research firm. Peterson says, "Commercial application will take 37 percent, with 20 percent of that figure devoted to cargo use."

### FORD MOTOR CREDIT ADDS INCENTIVES

Low financing and special value packages are the incentives Ford Motor is offering this winter. Through the end of the month, Ford Motor Credit, which operates the Red Carpet lease program, is offering 11 percent financing on Escort, Lynx, Ranger, Continental, and Mark VII. Additionally, there are specially priced value packages on Mustang LX, T-Bird Turbo, and F-150 pickups; these offerings run through the first quarter.

### MANUALS COST $206 LESS PER YEAR, RUNZHEIMER SAYS

Operating costs run $206 less per year with a manual transmission as compared with automatic, according to a recent report by *Runz-*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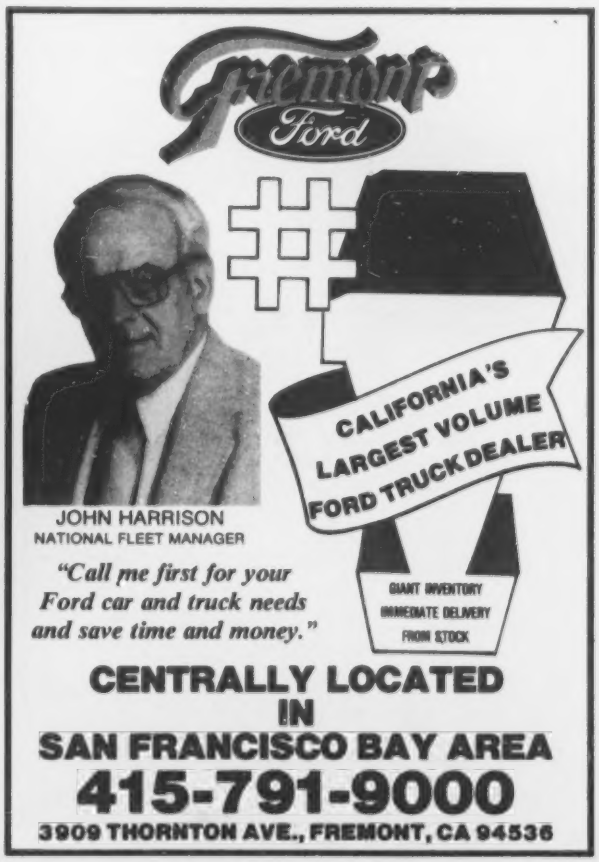
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# Industry News

*heimer Reports on Transportation.* The firm, based in Rochester, WI, evaluated four models — Chevy Cavalier, Ford Tempo, Plymouth Reliant, and Renault Encore S. The study separated operating and standing costs, based on a three-year/60,000-mile trade-in cycle. Operating costs for manual averaged $113 less per year, mostly due to gas savings from increased mileage. Ownership costs for manual averaged $93 less, mostly due to difference in purchase price.

The model showing the greatest cost difference was the AMC product, where the manual transmission can save $355 in annual operating and ownership costs over the automatic. Chevy Cavalier logged the closest cost spread of $128; Ford Tempo showed $157; and Plymouth Reliant, $180.

**PROJECTED AVERAGE ANNUAL COSTS**
**Manual vs. Automatic Transmission**

| Make/Model | Transmission | Average Anual Costs Operating | Ownership | Total | Cost Comparison |
|---|---|---|---|---|---|
| Ford/Tempo | Automatic | $1,520 | $2,659 | $4,179 | |
| | Manual | 1,440 | 2,582 | 4,022 | $157 |
| Plymouth/ Reliant | Automatic | 1,240 | 2,677 | 3,917 | |
| | Manual | 1,150 | 2,587 | 3,737 | 180 |
| AMC/Renault Encore S | Automatic | 1,380 | 2,460 | 3,840 | |
| | Manual | 1,150 | 2,335 | 3,485 | 355 |
| Chevrolet/ Cavalier | Automatic | 1,150 | 2,390 | 3,540 | |
| | Manual | 1,100 | 2,312 | 3,412 | 128 |

*Basis: Except for the transmission distinction, all cars are similarly equipped, including PS, PB, AC, tinted glass, AM radio. Ownership expenses include licensing, depreciation based on a vehicle retention cycle of 3 years/60,000 miles, financing, taxes and insurance. Operating expenses include oil, maintenance, tires, and fuel.*

*Note: Costs vary among geographic locations so these average figures should be used only as a guide.*

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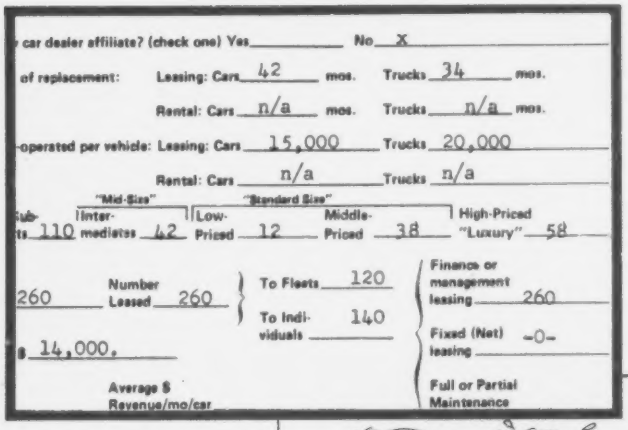
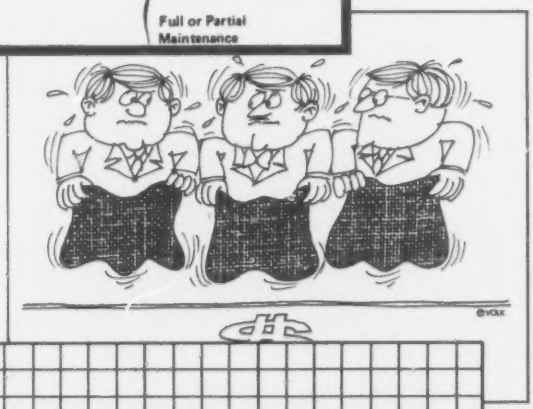
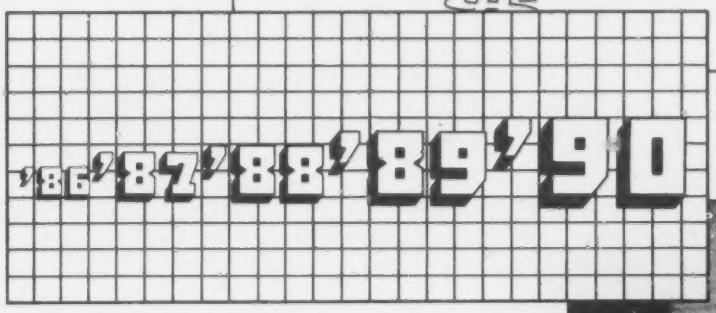
# Leasing: Twelfth Biennial Survey Unveils Changing Industry Parameters


car dealer affiliate? (check one) Yes No x
of replacement: Leasing: Cars 42 mos. Trucks 34 mos.
Rental: Cars n/a mos. Trucks n/a mos.
operated per vehicle: Leasing: Cars 15,000 Trucks 20,000
Rental: Cars n/a Trucks n/a
"Mid-Size" "Standard Size"
Inter- mediates 42 Low- Priced 12 Middle- Priced 38 High-Priced "Luxury" 58
260 Number Leased 260
To Fleets 120
To Individuals 140
Finance or management leasing 260
Fixed (Net) leasing -0-
$ 14,000
Average $ Revenue/mo/car
Full or Partial Maintenance






Business success requires more than the ability to make money from a transaction. As the industry becomes more and more complex, it is of greater importance for industry members to analyze their position with respect to the greater picture. The difficulty in doing that is that the greater picture is constantly changing, and it is challenging to develop a model that reflects both the complexity and simplified trends of the industry as a diverse mosaic. That, however, is the purpose of the Leasing and Rental Survey, which *Automotive Fleet* conducts on a biennial basis.

Questionnaires were sent to 4,001 readers, and 516 were returned (12.9 percent), of which 401 were usable (10.0 percent). Questions covered: car-dealer affiliation, vehicle replacement term, average yearly mileage, vehicle size, percentage leased, type of lease, average dollar value, average revenue, and trucks rented and leased. Addi-

Graphics by Tom Bezzi and Doreen Aiken

# Comparison of 1984 Survey Results With Previous Polls

| | 1984 | 1982 | 1980 | 1978 | 1976 | 1974 | 1972 | 1970 | 1968 | 1966 | 1964 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Survey Return Percentage** | 12.9% | 7.8% | 14.9% | 15% | 15% | 13% | 11% | 10% | 10.5% | 14.3% | 11.1% |
| **Is Company A New Car Dealer Affiliate?** | | | | | | | | | | | |
| Yes | 26.1% | 29.1% | 34.9% | 41.7% | 40.7% | 38% | 39% | 39% | 38% | 45% | 40% |
| No | 73.9% | 68.9% | 65.1% | 58.3% | 59.3% | 62% | 61% | 61% | 62% | 55% | 60% |
| **Average Age of Vehicles at Replacement (Months)** | | | | | | | | | | | |
| Leasing — Cars | 32.1 | 30.7 | 28.5 | 26.9 | 25.9 | 24.3 | 25.2 | 23.7 | 23.3 | 22.9 | 18.3 |
| Rental — Cars | 18.9 | 16.8 | 14.5 | 13.1 | 13.0 | 12.6 | 11.5 | 10.7 | 12.1 | 12.8 | n.a. |
| Leasing — Trucks | 40.2 | 39.3 | 39.3 | 37.6 | 37.5 | 38.2 | 41.5 | 42.5 | 41.1 | n.a. | n.a. |
| Rental — Trucks | 31.2 | 32.2 | 32.1 | 28.5 | 26.3 | 31.4 | 35.1 | 40.5 | 38.3 | n.a. | n.a. |
| **Average Yearly Mileage Operated per Vehicle** | | | | | | | | | | | |
| Leasing — Cars | 20,579 | 19,250 | 20,115 | 19,870 | 21,563 | 20,904 | 22,244 | 22,170 | 21,698 | 22,761 | 19,656 |
| Rental — Cars | 18,579 | 18,423 | 16,294 | 15,382 | 13,907 | 14,361 | 14,424 | 13,513 | 16,207 | 15,924 | n.a. |
| Leasing — Trucks | 29,535 | 30,762 | 32,159 | 31,335 | 32,489 | 30,484 | 37,159 | 36,853 | 27,717 | n.a. | n.a. |
| Rental — Trucks | 24,195 | 25,759 | 23,391 | 24,889 | 22,222 | 21,421 | 28,148 | 28,000 | 24,082 | n.a. | n.a. |
| **Type of Car Used** | | | | | | | | | | | |
| Subcompact | 7% | 14% | | | | | | | | | |
| Compacts | 10% | 23% | 12% | 13% | 13% | 16% | 8% | 5% | 3% | 8% | 10% |
| Intermediate | 51% | 32% | 42% | 36% | 44% | 38% | 16% | 11% | 9% | 9% | 13% |
| Standard | 23% | 20% | 32% | 29% | 21% | 33% | 39% | 36% | 31% | 21% | 20% |
| Luxury | 9% | 11% | 5% | 10% | 8% | 8% | 9% | 10% | 28% | 11% | 5% |
| **Percentage of Cars Leased** | 80% | 92% | 85% | 92% | 91% | 87% | 96% | 90% | 93% | 91% | 92% |
| To Fleets | 82% | 74% | 83% | 80% | 82% | 79% | 78% | 74% | 82% | 83% | 62% |
| To Individuals | 18% | 26% | 17% | 20% | 18% | 21% | 22% | 26% | 18% | 17% | 38% |
| **Percentage of Cars Rented** | 20% | 8% | 15% | 8% | 9% | 8% | 7% | 7% | 7% | 4% | 7% |
| **Finance or Management Leasing** | 58% | 69% | 73% | 82% | 75% | 72% | 76% | 62% | 56% | 62% | 76% |
| **Fixed (Net) Leasing** | 27% | 15% | 17% | 13% | 15% | 15% | 13% | 12% | 8% | 8% | 11% |
| **Full or Partial Maintenance** | 15% | 16% | 10% | 5% | 10% | 13% | 11% | 26% | 36% | 30% | 13% |
| **Average Dollar Value** | $10,467 | $9500 | $7461 | $6343 | $5392 | $5203 | $3987 | $3510 | $3221 | $2931 | $2441 |
| **Average Revenue Per Mo. Per Car** | $646 | $527 | $417 | $357 | $306 | $357 | $268 | $241 | $224 | $190 | n.a. |
| **Total Trucks Leased** | 87% | 85% | 96% | 96% | 97% | 88% | 85% | 76% | n.a. | n.a. | n.a. |
| Under 10,000 | 68% | 56% | 57% | 64% | 77% | 48% | n.a. | n.a. | n.a. | n.a. | n.a. |
| (Under 19,500 GVW) | 18% | 21% | 17% | 22% | 12% | 22% | 68% | 54% | n.a. | n.a. | n.a. |
| (Over 19,500 GVW) | 14% | 23% | 26% | 14% | 11% | 30% | 32% | 46% | n.a. | n.a. | n.a. |
| **Total Trucks Rented** | 13% | 15% | 4% | 4% | 3% | 12% | 15% | 24% | n.a. | n.a. | n.a. |
| Under 10,000 | 23% | 21% | 26% | 59% | 44% | 23% | n.a. | n.a. | n.a. | n.a. | n.a. |
| (Under 19,500 GVW) | 15% | 19% | 13% | 10% | 22% | 29% | 41% | 49% | n.a. | n.a. | n.a. |
| (Over 19,500 GVW) | 62% | 60% | 61% | 31% | 34% | 48% | 59% | 51% | n.a. | n.a. | n.a. |

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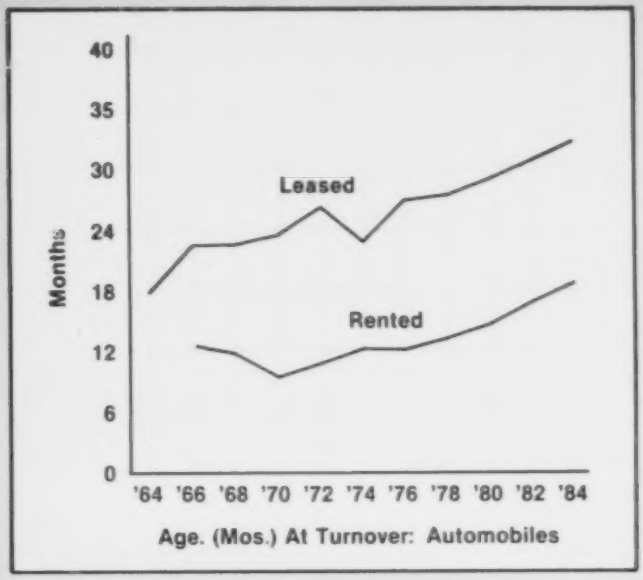
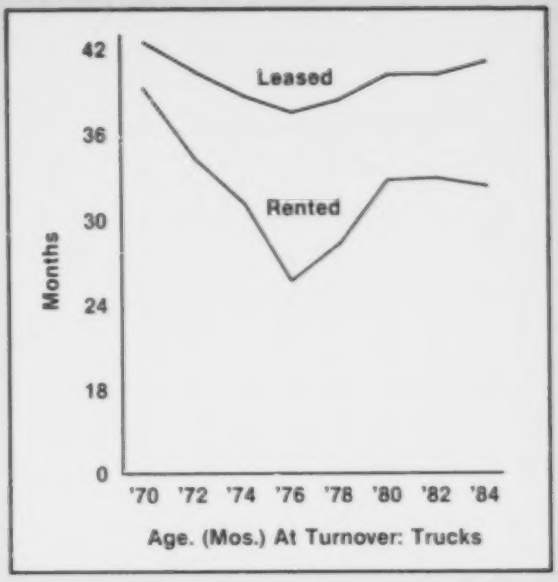
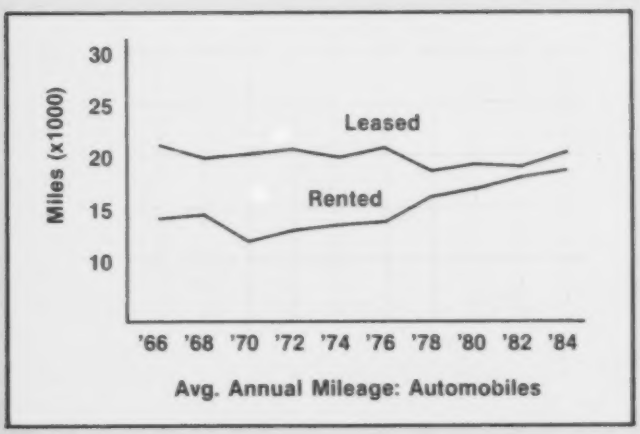
# A Summary of Survey Results



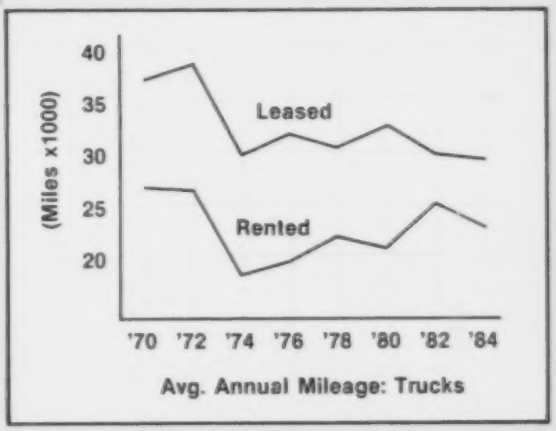
Age. (Mos.) At Turnover: Automobiles



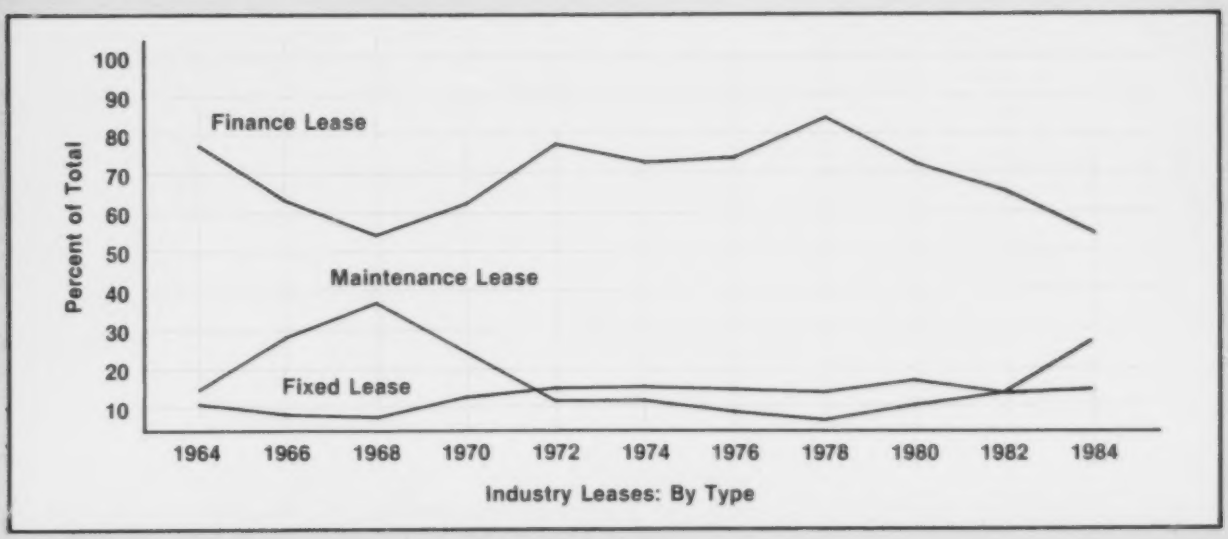
Age. (Mos.) At Turnover: Trucks



Avg. Annual Mileage: Automobiles



Avg. Annual Mileage: Trucks



Industry Leases: By Type

**"The term for leased cars has doubled in the last 20 years."**

tionally, the survey asked respondents to specify the major problem they see confronting the leasing and rental industry today.

The compiled results show a number of noteworthy trends. We find that during the last decade there has been a 10 percent rise in the number of companies that are not a car-dealer affiliate. Currently, 73.9 percent of respondents are not affiliated with car dealers, whereas the figure was at 62 percent a decade earlier.

Replacement terms for cars have grown considerably in the last 10 years. Whereas the '74 figures were 24.3 months for leased cars and 12.6 months for rental cars, '84 figures were 32.1 months for leased cars and 18.9 months for rental cars. These figures for leased cars represent a considerable increase over only two years ago, when the figures were 30.7 months for leased cars and 16.8 months for rental cars. And it is interesting to note that the term for leased cars has almost doubled in 20 years, since the survey was first conducted in '64, when the average age of the leased car at replacement was 18.3 months.

The average age of leased and rental trucks has now grown significantly. When average age of leasing and rental trucks was first included in the survey in '68, figures were 41.1 months for leased trucks and 38.3 months for rental. In the mid-seventies, terms dipped somewhat, showing 37.5 months for leased trucks and 26.3 months for rental trucks in '76. The '84 figures were 40.2 months for leased trucks and 31.2 months for rental.

Average yearly mileage has also changed little for leased cars and trucks. The '84 average mileage figures were 20,578, which is very close to the 20,904 figure a decade earlier. Leased trucks had an average annual mileage of 29,535, again close to the '74 figure of 30,484. Cars and trucks in the rental industry have shown slight increase in holding terms during the last 10 years. The average annual mileage for rental cars was 18,579 in '84, and the figure for rental trucks was 24,195. These figures represent an increase over the figures from '74, which were 14,361 and 21,421 respectively.

The size of cars in leasing and rental fleets shows interesting movement. Subcompacts and compacts comprised 17 percent of leasing and rental fleets, whereas 51 percent of the fleets were intermediates. Standard autos accounted for 23 percent of fleets, with luxury cars making up the remaining 9 percent.

Cars leased to fleets showed a rise relative to cars leased to individuals during the last two-year period. The fleet/individual percentages are now divided up 82 percent and 18 percent respectively. And the overall market was divided 80/20 between number of cars leased and number rented.

As to different types of leases, finance or management leasing garnered 58 percent of the market; fixed (net) leasing, 27 percent; full or partial maintenance, 15 percent.

Most startling was the jump in average dollar value, which averaged $10,467 among survey respondents. Juxtaposed with that is the average revenue per month per car, which averaged $646 among survey respondents.

Respondents showed that 87 percent of their trucks were leased and 13 percent rented. In the leased category, 68 percent were in the Class I and II category, under 10,000 GVW; this segment showed a noteworthy 12 percent increase over comparable figures two years earlier. Respondents report 18 percent of their leased trucks were in the segment under 19,500 GVW and 14 percent were in the segment over 19,5000 GVW. As to rented trucks, 23 percent were under 10,000 GVW; 15 percent were in the next larger class, under 19,500 GVW; and 62 percent were over 19,500 GVW.

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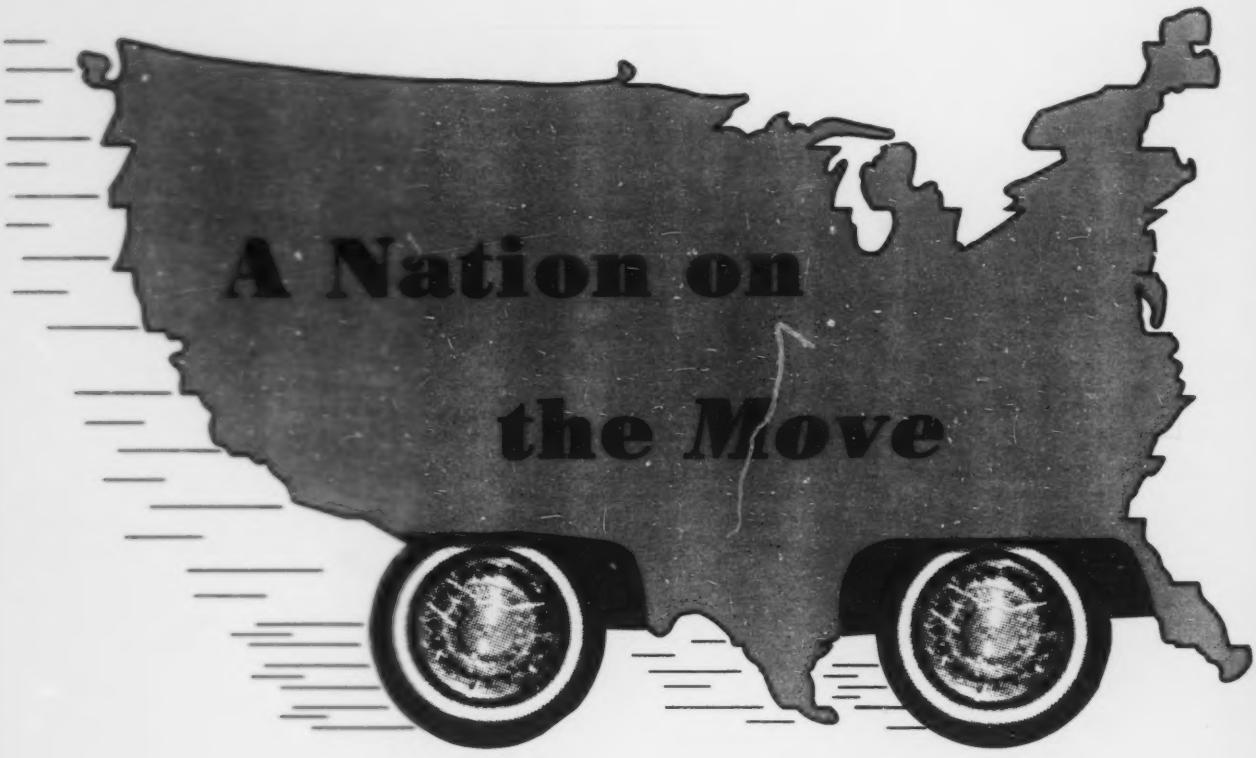
## New Hertz Study Profiles Business Travel




Americans average 33.4 miles of travel a day, according to a new Hertz Corp. poll. The average covers commuting, business trips, incidental trips, vacations, and weekend holidays, and the poll focused on different forms of transportation, including buses, taxis, planes, trains, and ships, in addition to cars and trucks. But the overall mobility that the figures reflect is startling.

Some 109.6 million Americans surveyed commute an average of 22.43 miles a day round-trip to work, 5.08 days a week for 46.7 weeks. That averages out to 5,320 miles a year. Commuting costs averaged $1,271 per year, accounting for approximately 15 percent of the cost of all transportation.

Cars and trucks, including ride-sharing and vanpools, were the primary mode of transport for 92 percent of the commuters. They carried 85 percent of others some of their way, and they accounted for an estimated 87 percent of commuter mileage run. The Hertz poll respondents also listed trains, buses, taxis, bicycles, walking, and roller-skating as means of getting to and from work.

Once on the job, work requires close to half of employees (48.3 percent) to travel another 6,845 miles a year. The average number of trips is 43.33, with an average distance of 148 miles. When totalled, the figures come to 2.235 billion business trips, for a total of 332 billion annual business-trip miles. The cost, including travel, food, and lodging, is more than $195 billion, the Hertz report says. Broken down, the figures represent an average of $4,091 per business traveler, with $2,047 for transportation, $994 for lodging, $1,050 for food and entertainment. Lodging averaged $38.57 per night; meals, $16.66. Although business trips represent 11.7 percent of total mileage travelled, they represent 22 percent of dollars spent.

Cars and trucks were used nearly 80 percent of business-trip mileages, with airplanes carrying another 18 percent, and buses and other conveyances sharing the rest.

If we combine commuting to and from work with business trips, the amount of commercial travel adds up to 914 billion miles and $384 billion. These numbers translate to one-third of the nation's overall mileage and 43 percent of the cost of the nation's overall mobility. AF

# Hertz Travel Poll
# Business-Travel Segment

**Does Work Require You to Take Business Trips?**
Yes—48.3 Percent No—51.7 Percent

**Primary Transport for Business**

| Type | Local | Region. | L.Dist. | Weighted Avg.Pct. | # Trips Total-M | # Psgr. Miles Total-B | # Veh. Miles-B |
|---|---|---|---|---|---|---|---|
| Own Car | 0.660 | 0.590 | 0.220 | 0.5075 | 1.134 | 168.425 | 148.30 |
| Company Car | 0.200 | 0.200 | 0.090 | 0.1703 | 0.381 | 56.518 | 34.30 |
| Rental Car | 0.020 | 0.040 | 0.080 | 0.0426 | 0.095 | 14.138 | 6.73 |
| Van/Truck, Etc. | 0.070 | 0.080 | 0.040 | 0.0638 | 0.143 | 21.173 | 11.14 |
| Train | — | 0.010 | — | 0.0031 | 0.007 | 1.029 | 0.10 |
| Bus | — | — | 0.010 | 0.0034 | 0.008 | 1.128 | 0.14 |
| Plane | — | 0.070 | 0.540 | 0.1823 | 0.407 | 60.500 | 17.76 |
| Taxi | 0.020 | — | — | 0.0090 | 0.020 | 2.987 | 2.13 |
| Other/DA | 0.030 | 0.010 | 0.020 | 0.0180 | 0.040 | 5.974 | ? |
| **Total** | **1.000** | **1.000** | **1.000** | **1.0000** | **2.235** | **331.872** | **220.53** |
| ST Motor Vehicles | 0.970 | 0.910 | 0.430 | 0.7932 | 1.773 | 263.241 | 202.70 |
| ST Autos | 0.900 | 0.830 | 0.390 | 0.7294 | 1.630 | 242.068 | 191.40 |

**Of Those Whose Jobs Require Trips**

| | Percentage | # People Millions | Avg. # Nights Away | Total # Nights |
|---|---|---|---|---|
| Job Requires Overnight Trips | 0.730 | 37.3580 | 25.770 | 962.715 |

**Annual Business Travel Spending On —**

| | $ Per Year Per Person | Per Night | Total Spending | Per Mile or Per Day | Domestic Spending |
|---|---|---|---|---|---|
| Transportation | 2047.000 | | 104.7559 | $0.316/mile | 104.609 |
| Lodgings Overnight | 994.000 | 38.572 | 37.1338 | | 37.082 |
| Food & Entertainment | 1050.000 | | 53.7341 | $40.745 | 53.659 |
| **Totals** | **4091.000** | | **195.6238** | | **195.350** |

**Foreign Business Trips**

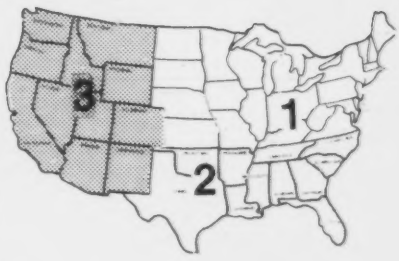
| | Can./Mex. | # (Mls.) | Other Countries | # (Mls.) | Tot. (M) | Total Pctgs. |
|---|---|---|---|---|---|---|
| Percent Trips Taken | 0.001 | 3.129 | 0.003 | 5.5870 | 8.716 | 0.004 |
| Percent Taking Trip | 0.076 | 3.884 | 0.057 | 2.9170 | 6.801 | 0.133 |

**Annual Business Travel**

| | Passenger Miles # Miles Per Persons Taking Business Trips | Average Annual Vehicle Mileage Business Use | Business Trips (Average All Persons) # Psgr. Miles/Year |
|---|---|---|---|
| Private Car | 3291 | | 1114 |
| Company Car | 1104 | | 374 |
| Rental Car | 276 | | 94 |
| Van, Truck, etc. | 413 | | 140 |
| Taxi | 58 | | 7 |
| **Totals** | **5143** | **1180** | **1728** |

# Used Cars

The following are average car prices for the period ending November 28, 1984. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.




| Model | Zone 1 | Zone 2 | Zone3 |
|---|---|---|---|
| **83 AMC CONCORD** | | | |
| Sdn | 4666 | 4712 | 4620 |
| Sta Wgn | 4927 | 4977 | 4877 |
| **82 AMC CONCORD** | | | |
| Sdn 6-4 Dr | 3725 | 3763 | 3687 |
| Sta Wgn | 3919 | 3959 | 3880 |
| **83 BUICK SKYLARK** | | | |
| Sdn Custom | 5399 | 5454 | 5345 |
| **82 BUICK SKYLARK** | | | |
| Sdn | 4442 | 4487 | 4398 |
| **83 BUICK REGAL** | | | |
| Sdn | 6971 | 7040 | 6901 |
| Cpe | 7165 | 7237 | 7094 |
| **82 BUICK REGAL** | | | |
| Turbo Cpe | 6239 | 6301 | 6176 |
| Cpe | 6044 | 6104 | 5984 |
| **83 BUICK LESABRE** | | | |
| Sdn Custom | 8030 | 8111 | 7949 |
| **82 BUICK LESABRE** | | | |
| Sdn Custom | 6649 | 6716 | 6583 |
| **83 CADILLAC** | | | |
| Cpe DeVille | 12043 | 12164 | 11923 |
| Sdn DeVille | 11971 | 12091 | 11851 |
| **82 CADILLAC** | | | |
| Cpe DeVille | 9923 | 10021 | 9823 |
| Sdn DeVille | 9860 | 9958 | 9762 |
| **83 CHEVY** | | | |
| Chvt Htchbk 2-Dr | 3625 | 3661 | 3589 |
| Chvt Htchbk 4-Dr | 3706 | 3743 | 3668 |
| Camaro Cpe 8 | 7611 | 7687 | 7535 |
| **82 CHEVY** | | | |
| Chvt Htchbk 2-Dr | 2932 | 2962 | 2903 |
| Chvt Htchbk 4-Dr | 2998 | 3028 | 2968 |
| Camaro Cpe 8 | 6497 | 6562 | 6432 |
| **83 CHEVY CELEBRITY** | | | |
| Sdn | 6352 | 6416 | 6288 |
| **82 CHEVY CELEBRITY** | | | |
| Sdn | 5249 | 5300 | 5196 |
| **83 CHEVY CAVALIER** | | | |
| Sdn | 5233 | 5285 | 5180 |
| **82 CHEVY CAVALIER** | | | |
| Sdn | 4301 | 4344 | 4259 |
| **83 CHEVY CITATION** | | | |
| Cpe 6 | 4533 | 4579 | 4487 |
| **82 CHEVY CITATION** | | | |
| Cpe 6 | 3451 | 3486 | 3416 |
| **83 CHEVY MALIBU** | | | |
| Clas Sdn | 6242 | 6303 | 6180 |
| Clas Sta Wgn | 6496 | 6561 | 6431 |
| **82 CHEVY MALIBU** | | | |
| Clas Sdn | 5132 | 5183 | 5080 |
| Clas Sta Wag | 5354 | 5407 | 5300 |
| **83 CHEVY MONTE CARLO** | | | |
| Cpe | 6946 | 7015 | 6876 |
| **82 CHEVY MONTE CARLO** | | | |
| Cpe | 5800 | 5858 | 5741 |
| **83 CHEVY IMPALA** | | | |
| Sdn | 6917 | 6986 | 6848 |

| Model | Zone 1 | Zone 2 | Zone3 |
|---|---|---|---|
| **82 CHEVY IMPALA** | | | |
| Sdn | 5571 | 5627 | 5516 |
| Wgn 9 | 5788 | 5846 | 5730 |
| **83 CHEVY CAPRICE** | | | |
| Sdn | 7550 | 7626 | 7474 |
| Sta Wag | 7812 | 7889 | 7733 |
| **83 CHRYSLER** | | | |
| E-Class Sdn | 6736 | 6803 | 6669 |
| **82 CHRYSLER** | | | |
| New Yorker Sdn | 8327 | 8411 | 8244 |
| **83 DODGE OMNI** | | | |
| 4 Dr Cust | 4337 | 4380 | 4293 |
| **82 DODGE OMNI** | | | |
| 4 Dr Cust | 3379 | 3414 | 3346 |
| **83 DODGE ARIES** | | | |
| Cpe | 5152 | 5203 | 5101 |
| **82 DODGE ARIES** | | | |
| Sdn | 4018 | 4059 | 3978 |
| **83 DODGE DIPLOMAT** | | | |
| Sln Sdn | 5730 | 5787 | 5673 |
| **82 DODGE DIPLOMAT** | | | |
| Sln Sdn | 4577 | 4623 | 4531 |
| **83 FORD FAIRMONT** | | | |
| Futura 6-Cyl Sdn 4 Dr | 4784 | 4831 | 4736 |
| **82 FORD FAIRMONT** | | | |
| Futura Sdn 4-Dr | 3771 | 3809 | 3733 |
| **83 FORD MUSTANG** | | | |
| L-Cpe 4 | 5153 | 5204 | 5101 |
| **82 FORD MUSTANG** | | | |
| L-Cpe 4 | 4188 | 4230 | 4145 |
| **82 FORD GRANADA** | | | |
| Sdn 6-L | 4444 | 4489 | 4399 |
| **83 FORD LTD** | | | |
| Sdn | 6153 | 6215 | 6091 |
| **82 FORD LTD** | | | |
| Sdn | 5882 | 5941 | 5822 |
| **82 FORD ESCORT** | | | |
| Sdn 4 Dr | 3318 | 3352 | 3286 |
| **83 FORD CROWN VIC** | | | |
| Sdn | 8550 | 8637 | 8464 |
| **82 FORD CROWN VIC** | | | |
| Sdn | 6686 | 6754 | 6619 |
| **83 FORD THUNDERBIRD** | | | |
| Cpe | 7328 | 7402 | 7255 |
| **82 FORD THUNDERBIRD** | | | |
| Cpe | 5830 | 5887 | 5771 |
| **83 LINCOLN CONTINENTAL** | | | |
| Sdn | 14190 | 14332 | 14047 |
| Mark VI Cpe | 14337 | 14481 | 14194 |
| **82 LINCOLN CONTINENTAL** | | | |
| Sdn | 11679 | 11796 | 11562 |
| Mark VI Cpe | 11825 | 11943 | 11707 |
| **83 MERCURY COUGAR** | | | |
| Cpe | 7459 | 7535 | 7386 |

| Model | Zone 1 | Zone 2 | Zone3 |
|---|---|---|---|
| **82 MERCURY COUGAR** | | | |
| GS Cpe | 4487 | 4531 | 4442 |
| Sdn | 4487 | 4531 | 4442 |
| **82 MERCURY ZEPHYR** | | | |
| Sdn 4 Dr | 3825 | 3862 | 3786 |
| **83 MERCURY LYNX** | | | |
| HtchBk 2-Dr | 4143 | 4185 | 4102 |
| **83 MERCURY MARQUIS** | | | |
| Sdn | 6230 | 6291 | 6168 |
| **82 MERCURY MARQUIS** | | | |
| Sdn | 6176 | 6238 | 6113 |
| Wgn-2S | 6367 | 6430 | 6302 |
| **83 OLDS CIERA LS** | | | |
| Cpe | 6711 | 6778 | 6644 |
| Sdn | 6799 | 6866 | 6731 |
| **83 OLDS CUTLASS SUPREME** | | | |
| Cpe | 7262 | 7334 | 7189 |
| Sdn | 7061 | 7132 | 6991 |
| **82 OLDS CUTLASS SUPREME** | | | |
| Sdn | 5877 | 5936 | 5818 |
| Cpe | 6109 | 6170 | 6047 |
| **83 OLDS DELTA** | | | |
| Sdn | 7723 | 7800 | 7646 |
| **82 PLYMOUTH HORIZON** | | | |
| 4 Dr Htchbk | 3114 | 3146 | 3082 |
| **83 PLYMOUTH RELIANT** | | | |
| Cpe | 5165 | 5217 | 5113 |
| **82 PLYMOUTH RELIANT** | | | |
| Cpe | 4006 | 4046 | 3966 |
| **82 PONTIAC FIREBIRD** | | | |
| Cpe 8 | 6547 | 6611 | 6481 |
| **82 PONTIAC BONNEVILLE** | | | |
| Sdn 6 | 5639 | 5694 | 5582 |
| **83 PONTIAC PHOENIX** | | | |
| Cpe | 4921 | 4971 | 4873 |
| Htchbk Sdn | 4921 | 4971 | 4873 |
| **82 PONTIAC PHOENIX** | | | |
| Cpe 6 | 4068 | 4108 | 4027 |
| **83 VOLKSWAGEN RABBIT** | | | |
| 2 Dr Htchbk | 3497 | 3532 | 3462 |
| **82 VOLKSWAGEN RABBIT** | | | |
| 2-Dr Htchbk | 3497 | 3532 | 3462 |
| **83 DATSUN** | | | |
| Sentra 2 Dr Std Sdn | 4047 | 4089 | 4007 |
| Stanza Hbk 4 Dr Dlx | 5515 | 5571 | 5463 |
| **82 DATSUN** | | | |
| 210 Std 2 Dr | 3095 | 3125 | 3065 |
| Sentra 2 Dr | 3394 | 3428 | 3360 |
| Stanza Hbk 4 Dr Dlx | 4437 | 4480 | 4392 |
| **83 TOYOTA** | | | |
| Corolla Sedan 2 Dr | 4870 | 4920 | 4822 |
| Celica St | 6792 | 6860 | 6724 |
| Camry | 7791 | 7869 | 7713 |
| **82 TOYOTA** | | | |
| Corolla 2 Dr Sdn | 4040 | 4081 | 3999 |
| Celica St Cpe | 5516 | 5571 | 5461 |
| Corona Sdn Lux | 5549 | 5605 | 5494 |